



FEDERAL ELECTION COMMISSION
WASHINGTON, D.C. 20463

November 17, 1997

BY CERTIFIED MAIL
RETURN RECEIPT REQUESTED

Andrew Baum, Vice President
Optima Direct, Inc.
8100 Boone Boulevard
Vienna, VA 22182-2642

RE: MUR 3774

Dear Mr. Baum:

On September 15, 1997, the Office of General Counsel received Optima Direct, Inc.'s responses to the Subpoena for Documents and Order to Submit Written Answers issued by the Federal Election Commission in the above-cited matter.

We appreciate your prompt response. A review of Optima's documents and answers has revealed a number of instances in which information or materials sought in the Subpoena and Order appear to be incomplete or require clarification. Therefore, we ask that you produce the documents and information requested below. For your convenience, we have attached copies of the documents Optima produced which relate to each follow-up request. The documents are referred to by a Document Number stamped on the bottom right corner of page. For each requested document not within your possession, identify the document and affirmatively state that such document is not within your possession.

1. Copies of the following Optima invoices referred to in invoices produced:
 - #6154 referenced in Invoice #6218 (Doc. No. 0700032)
 - #6183 referenced in Invoice #6197 (Doc. No. 0700056)
 - #6160 and #6171 referenced in Invoice #6198 (Doc. No. 0700097B)
2. Copies of all scripts and revisions for the Grams/MN project.

It appears that only one script was produced for "Senior calls," coded as CM 530 (Doc. No. 0700090) and no scripts were produced for "Unidentified Perfect Voters" calls (see Doc. No. 0700093). Also indicate how many calls of the total 165,398 contacts billed to the Grams campaign, are attributable to each script used (see Doc. Nos. 0700089B).

3. Copies of each script listed in the November 3, 1994 memo from Schweitz of MCCL to Sottong (Doc. No. 070039) which have not been produced. For the two scripts produced (Doc. Nos. 0700020 and 0700035), please verify whether they are the scripts referenced in #1 and #2 of the Schwietz November 3 memo. For each script used, provide the number of calls made and the cost of the calls. For the Grams calls listed in #1, please also identify the congressional district, legislative district or other geographical region(s) where the calls were made.
4. Copies of the sheets referenced in the November 14, 1994 memo from Sottong to Schwietz (Doc. No. 0700042) showing how many calls were made in each legislative district.
5. Copies of all documents referencing or relating to the "set [of records] from 10-26-94" as referenced in the 10/27/94 letter from Sexton, MCCL to Sottong (Doc. No. 700036).
6. Copies of all documents relating to the "PA Pro-Life Federation" calls listed in Optima Invoice # 6197 and paid for by National Right to Life Committee (Doc. No. 0700056), including but not limited to, all correspondence and memos referencing or relating to the calls and the lists used to make the calls and all scripts used for the calls. For each script used, produce all documents supporting the number of calls made, the congressional district, legislative district or other geographic region where the calls were made, and the cost of the calls.
7. Copies of all documents referencing or relating to the lists used to make the "Original Selects" GOTV phone calls reflected in Invoice 6197 (Doc. No. 0700056).
8. Of the total 194,895 positive contacts referenced under "Original Selects" in Invoice 6197 (Doc. No. 0700056), produce all documents reflecting the number of contacts attributable to each Senate and Congressional race listed in NRLC's GOTV list to Optima (Doc. Nos. 0700080-0700082).
9. Copies of all scripts used by Civic Development Group for the following programs referenced in Civil Development Group invoices (Doc Nos. 0700107-0700109, 0700112, 0700114-0700115, 0700117-119)
 - NL 180
 - NL 181
 - NL 182
 - NL 201A

NL 201B
CM 530
MH 213
MH 211
MH 212

Additionally, please identify the numbers heading each column showing response code results (i.e., the first five columns in Doc. 0700107 are headed, 5, 7, 16, 17 and 99.

10. Information from other sources indicates that the Civic Development Group also made phone calls for Optima for other two other programs denoted as GO410 and GO410-II. Please provide copies of all scripts used for these programs.

11. Identify vendors QH and XH referenced in Doc. No. 0700045.

Please provide all documents and information requested within fifteen days of receipt of this letter. Should you have any questions, please contact me at (202) 219-3400.

Sincerely,



Dawn Odrowski
Attorney

Enclosures
Cited documents

U.S. SENATE - Grams

Hello. May I speak to _____?

I'm calling to remind you to vote on Tuesday in the U.S. Senate election.

There are now 4,300 abortions a day, and each abortion takes the life of a living human child.

ANN WYNIA supports abortion on demand, and ANN WYNIA supports using your tax dollars to pay for abortion.

ROD GRAMS is against abortion on demand, and ROD GRAMS opposes using your tax dollars to pay for abortion.

Your vote is important. Please vote on Tuesday. Thank you.

Win-e-a

Wynia = opponent

Grams = Candidate

Ms. Jackie Schweitz
 Minnesota Citizens Concerned for Life
 4249 Nicollet Avenue
 Minneapolis, Minnesota 55409

Invoice 6218
 November 15, 1994

GOTV (11/5 - 11/8/94)

125,786	Contacts	@	\$0.480 /each	\$ 60,377.28
10.00	Data Processing Hours	@	\$90.00 /hour	\$ 900.00

Amount Due \$ 61,277.28

Amount of Deposit (Inv. #6154) \$ 50,000.00

Total Amount Due \$ 11,277.28

Payment in full is due upon receipt. A finance charge of 1.5% per month may be added to overdue balances beginning 45 days from Invoice date. Discrepancies should be brought to the attention of Kevin Potter immediately.

REMIT TO:

Optima Direct, Inc.
 Attn: Mr. Kevin Potter
 1000 Vermont Avenue
 Seventh Floor
 Washington, DC 20005

0700032

General Election 1994

#2
Senate / CD 1

MCCL GOTV SCRIPT Grams / Gutknecht

Hello. May I speak to _____ ?

I'm calling to ask you to vote for **GIL GUTKNECHT** for Congress and **ROD GRAMS** for Senate next Tuesday.

Their opponents, **JOHN HOTTINGER** and **ANN WYNIA** have extreme pro-abortion voting records. **JOHN HOTTINGER** and **ANN WYNIA** even support using your tax dollars to pay for abortion on demand.

GIL GUTKNECHT and **ROD GRAMS** are against abortion-on-demand. **GIL GUTKNECHT** and **ROD GRAMS** oppose using your tax dollars to pay for abortion.

The election will be close and your vote is very important.

Please vote for **GIL GUTKNECHT & ROD GRAMS** next Tuesday.

Thank you.

Goot-nick

~~Gutknecht~~ opponent

Hottinger & Wynia = opponent

Grams & Gutknecht = candidate

0700035

MCCL

MINNESOTA CITIZENS CONCERNED FOR LIFE
A PRO-LIFE MOVEMENT

4249 Nicollet Avenue/Minneapolis, MN 55409/Ph.(612) 825-6831

10-27-94

Matt Sottong
Optima Direct
1000 Vermont Ave NW
Washington, D.C. 20005-4903

Enclosed please find 5 disks containing records for Get-Out-The-Vote calling for legislative district 18B and for Congressional District 1. The files are in ASCII, fixed length format. If the phone field has 'NO CALLS' we have used that merely for no calls for fundraising. These people then have their phone number in the comment field, or if the comment field contains the township name, then the phone number is in the spouse field. The files were put onto the disk using BACKUP, so you'll need to use RESTORE to get them loaded. See the enclosed file layout for field beginnings and lengths.

The file labeled WIOP18B (1 disk) contains 2,295 records, and must be merged/purged with the IR caucus list like the set from 10-26-94, and are to be invoiced to the IR Caucus as that other set is. The file labeled WIOPCD1 (on 4 disks) contains 57,297 records and includes all of Congressional District 1, and again the file is sorted by Legislative District so you can identify those needing the special script for Districts 25A, 29B, 31A, 31B, and 27A.

Should you have any questions (or suggestions), you can call me at 612-825-6831.

Sincerely,



Mary Ann Sexton

11/8/94

To: Matt Sottong - Optima
From: Jackie Schwietz - MCCL
Re: GOTV: Candidates & Scripts

200

Candidates: ✓ Rod Grams - running for US. Senate

✓ Gil Gutknecht - running for US House from 1st congressional district

Other candidates running for the MN House from various legislative districts

1 candidate (Sheevel) running for MN Senate

Scripts:

	<u>Cong Dist</u>	<u>Leg Dist</u>
✓ 1. Grams		
✓ 2. Grams, Gutknecht *	CD 1	
✓ 3. Grams, Gutknecht, Tuma *	CD 1	LD 25A
✓ 4. Grams, Gutknecht, Osskopp *	CD 1	LD 29B
✓ 5. Grams, Gutknecht, Scheevel *	CD 1	LD 31A & 31B
✓ 6. Grams, Gutknecht, Kraus *	CD 1	LD 27A
✓ 7. Grams, Smith		LD 34A
✓ 8. Grams, Broecker		LD 53B
✓ 9. Grams, Kramer		LD 47B
✓ 10. Grams, Murphy		LD 8A
✓ 11. Grams, Klinzing		LD 19B

200

201
(Big file)

Matt - Please call me
ASAP

612-825-2346

MEMORANDUM

TO: JACKIE SCHWEITZ
FM: MATT SOTTONG
RE: RESPONSE DATA FOR GOTV EFFORTS
DATE: NOVEMBER 17, 1994

The purpose of this memo is to supply you with the response codes for the calling done over election weekend.

Attached you will find the sheets which indicates how many calls were placed in each legislative district. Since this has been taken directly off of our system, I have also attached a legend which will enable you to accurately analyze the numbers.

You will no doubt notice that the total for this calling come to 122,466 contacts, and that I have invoiced you for a total of 125,786. The difference is 3,320 contacts. The reason for this discrepancy is that there was some cross over between people contacted from the Congressional District 1 project and the state-wide (Grams) calling. In some cases, 3,320 to be exact, voters received a call on behalf of the Congressional Candidate and the legislative candidate, and the Senate candidate. Therefore, the count appears smaller than it actually is.

I hope this information is satisfactory. If you need further information (i.e. actual response data on diskette), I can work to get that done for you. Please contact me if you want me to pursue this.

Finally, I got a message from Mary Ann that you would like your original diskettes back. I will be happy to Federal Express them to you tonight.

Jackie, thank you very much for choosing Optima Direct again this year. We greatly appreciate your business and certainly hope you are satisfied with our work. If you have any questions, please do not hesitate to contact me.

07000042

Client Code: NILProject Code: 200State: MODate: 11, 16, 94New Project: Yes NoContinue Previous: Manager: MS1st Due Date: 11, 16, 942nd Due Date: 3rd Due Date:

Project Type

Mob.

Hmbr.

Fund.

GOV

Surv.

900

Bus.

Other

Phone-Out

Phone-In

Mail

Project Synopsis:

Please provide counts by district for contacts in both projects.

Expected Original

Expand Universe

Yes

No

Maybe

Project Start

Project Complete

NL201VENDOR = QHNL201VENDOR = XHNL200

RESPCODE

CNT

11

31325

40

243

50

855

60

55661

RESPCODE

CNT

11

52336

12

2350

40

4635

43

84

50

6952

52

62

60

21664

RESPCODE

CNT

11

31216

40

361

50

580

60

22745

Order Records:
(by priority)

N/A

Zip

State

Alpha

Scramble

Other:

1

2

3

4

5

6

7

8

9

10

Vendor Code:
(indicate
fractions)

In House:

Hold:

Special:

QH = NL200 QH + XH = NL201

940305

DP Proposed Hrs:
DescriptionUsed this Phase: 2.5Previous: Available:

Date

Hours

MS ABOVE11/16/942.5 0700045

Dr. David O'Steen
National Right to Life
419 7th Street, Suite 402
Washington, DC 20004

Invoice 6197
November 15, 1994

Right to Life GOTV

Original Selects				
194,895	Positive Contacts	@	\$0.50 /each	\$97,447.50

Sub Total				\$97,447.50
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PA Pro-Life Federation				
92,425	Positive Contacts	@	\$0.50 /each	\$46,212.50

Sub Total				\$46,212.50
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Governor Calls (Less GA)				
88,320	Positive Contacts	@	\$0.50 /each	\$44,160.00

Sub Total				\$44,160.00
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Amount Due				\$187,820.00
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Amount of Deposit (Inv. #6183)				\$95,000.00
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TOTAL AMOUNT DUE				<u>\$92,820.00</u>
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Payment in full is due upon receipt. A finance charge of 1.5% per month may be added to overdue balances beginning 45 days from Invoice date. Discrepancies should be brought to the attention of Kevin Potter immediately.

Rec'd 1/4/95

REMIT TO:

Optima Direct, Inc.
Attn: Mr. Kevin Potter
1000 Vermont Avenue
Seventh Floor
Washington, DC 20005

07000056

Attn: Marina
Rod Grams for Senate
P.O. Box 1029
Anoka, MN 55303

Invoice 6221
November 15, 1994

Rod Grams for Senate (11/6 to 11/08/94)

165,399	Contacts	@	\$0.550 /each	<u>\$ 90,968.90</u>
Amount Due				\$ 90,968.90
Amount of Deposit				\$ 90,964.00
Total Amount Due				<u>No Charge</u>

Q700089B

MONDAY CALLING ONLY

ODI CODE: CM530
PROGRAM: Rod Grams for U.S. Senate (MN) - Script 1
TROOPS: SENIORS
DRAFT: 11/03/94 5:00 pm

May I speak with (any name on record) ?

Hi, Mr(s) (name on record), This is (TSR first name only) calling on behalf of the Concerned Senior Citizens of Minnesota. (DO NOT PAUSE)

1. If the election for the U.S. Senate were held today, would you vote for Ann Wynia [Win' - ee - uh] or Rod Grams (ROTATE CHOICES)

- | | | |
|-----|----------------------------|------------------|
| 1. | Ann Wynia [Win' - ee - uh] | (Continue to 2a) |
| 2. | Rod Grams | (Continue to 2b) |
| --- | Don't read but code --- | |
| 3. | Undecided | (Continue to 2c) |
| 4. | Refused | (Continue to 2c) |

2a. IF WYNIA TO QUESTION 1:

Knowing that Ann Wynia voted to tax non-prescription drugs and to tax meals in hospitals and nursing homes, does this make you more or less likely to support her ?

[no need to code response, terminate with "Thank you. Have a great day/evening."]

2b. IF GRAMS TO QUESTION 1:

That's great. Every vote will be important, so PLEASE don't forget to vote tomorrow. Thank you.

2c. IF UNDECIDED/REFUSED TO QUESTION 1:

Ann Wynia supports Bill Clinton's tax plan that cut Medicare and Social Security by 80 billion dollars. During her 13-year career in the legislature, Ann Wynia voted to raise taxes 350 times, AND increased spending THREE times the rate of inflation. Rod Grams will protect senior citizens and hold the line on taxes. Please vote for Rod Grams on Tuesday. Thank you.

0700090

GOTV - OPTIMA
INSERT CANDIDATE NAMES FOR SCRIPTS 1 & 2

PRO-LIFE CANDIDATES

PRO-ABORTION CANDIDATES

NEBRASKA

SENATE (CD 1,3)
CD 2 & SEN.

Jan Stoney # 1
Jon Christensen & Jan Stoney # 2

Bob Kerrey
Peter Hoagland & Bob Kerrey

VIRGINIA

SENATE

Sen. & CD 2
Sen. & CD 4
Sen. & CD 5
Sen. & CD 8
Sen. & CD 9

Oliver North # 1
Oliver North & Jim Chapman # 2
Oliver North & George Sweet # 2
Oliver North & George Landrith # 2
Oliver North & Kyle McSarrow # 2
Oliver North & Steve Fast # 2

Chuck Robb, Marshall Coleman
Chuck Robb, Marshall Coleman, & Owen Pickett
Chuck Robb, Marshall Coleman, & Norman Sisisky
Chuck Robb, Marshall Coleman, & L.F. Payne
Chuck Robb, Marshall Coleman, & Jim Moran
Chuck Robb, Marshall Coleman, & Rick Boucher

INSERT CANDIDATE NAMES FOR SCRIPT 3

PRO-LIFE CANDIDATE

PRO-ABORTION CANDIDATE

NORTH CAROLINA

CD 2
CD 3
CD 5
CD 9
CD 11

David Funderburk
Walter Jones
Richard Burr
Sue Myrick
Charles Taylor

Richard Moore
Martin Lancaster
Sandy Sands
Rory Blake
Maggie Lauterer

GOTV SCRIPT #1TENNESSEE

Senate - statewide

PRO-LIFE CANDIDATES

Bill Frist & Fred Thompson

PRO-ABORTION CANDIDATES

Jim Sasser & Jim Cooper

GOTV SCRIPT #3OKLAHOMA

CD 1

CD 4

PRO-LIFE CANDIDATE

Steve Largent

J.C. Watts

PRO-ABORTION CANDIDATE

Stuart Price

David Perryman

GOTV SCRIPT #4TENNESSEE

CD 3 & Gov.

CD 4 & Gov.

CD 7 & Gov.

PRO-LIFE CANDIDATES

Zach Wamp & Don Sundquist

Van Hilleary & Don Sundquist

Ed Bryant & Don Sundquist

PRO-ABORTION CANDIDATES

Randy Button & Phil Bredeesen

Jeff Whorley & Phil Bredeesen

Harold Byrd & Phil Bredeesen

GOTV SCRIPT #6OKLAHOMA

Sen & Gov.

PRO-LIFE CANDIDATES

Jim Inhofe & Frank Keating

PRO-ABORTION CANDIDATES

David McCurdy, Jack Mildren, & Wes Watkins

07000801

Replee earlier
page sent in.

INSERT CANDIDATE NAMES FOR SCRIPT 4

FLORIDA

CD 1 & Gov.	Joe Scarborough & Jeb Bush	Vince Whibbs & Lawton Chiles
CD 5 & Gov.	Don Garlits & Jeb Bush	Karen Thurman & Lawton Chiles
CD 12 & Gov.	Charles Canady & Jeb Bush	Robert Connors & Lawton Chiles
CD 15 & Gov.	Dave Weldon & Jeb Bush	Sue Munsey & Lawton Chiles

GEORGIA

CD 3 & Gov.	Mac Collins & Guy Millner	Fred Overby & Zell Miller
CD 4 & Gov.	John Linder & Guy Millner	Comer Yates & Zell Miller
CD 6 & Gov.	Newt Gingrich & Guy Millner	Ben Jones & Zell Miller
CD 7 & Gov.	Bob Barr & Guy Millner	Buddy Darden & Zell Miller
CD 10 & Gov.	Charles Norwood & Guy Millner	Don Johnson & Zell Miller

SOUTH CAROLINA

CD 5 & Gov.	Larry Bigham & David Beasley	John Spratt & Nick Theodore
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TEXAS

CD 2 & Gov.	Donna Peterson & George Bush	Charles Wilson & Ann Richards
CD 5 & Gov.	Pete Sessions & George Bush	John Bryant & Ann Richards
CD 9 & Gov.	Steve Stockman & George Bush	Jack Brooks & Ann Richards
CD 23 & Gov.	Henry Bonilla & George Bush	Rolando Rios & Ann Richards
CD 24 & Gov.	Ed Harrison & George Bush	Martin Frost & Ann Richards
CD 25 & Gov.	Gene Fontenot & George Bush	Ken Bentsen & Ann Richards

INSERT CANDIDATES NAMES FOR SCRIPT 5

GEORGIA

Gov. & CD 8	Saxby Chambliss & Guy Millner
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908 634 6667

07000082

National Right to Life Comm.

Attn: Marina
Rod Grams for Senate
P.O. Box 1029
Anoka, MN 55303

Invoice 6221
November 15, 1994

Rod Grams for Senate (11/6 to 11/08/94)

165,398	Contacts	@	\$0.550 /each	<u>\$ 90,968.90</u>
Amount Due				\$ 90,968.90
Amount of Deposit				\$ 90,964.00
Total Amount Due				<u>No Charge</u>

Q700089B

MONDAY CALLING ONLY

ODI CODE: CM530
PROGRAM: Rod Grams for U.S. Senate (MN) - Script 1
TROOPS: SENIORS
DRAFT: 11/03/94 5:00 pm

May I speak with (any name on record) ?

Hi, Mr(s) (name on record), This is (TSR first name only) calling on behalf of the Concerned Senior Citizens of Minnesota. (DO NOT PAUSE)

1. If the election for the U.S. Senate were held today, would you vote for Ann Wynia [Win' - ee - uh] or Rod Grams (ROTATE CHOICES)

- | | | |
|-----|----------------------------|------------------|
| 1. | Ann Wynia [Win' - ee - uh] | (Continue to 2a) |
| 2. | Rod Grams | (Continue to 2b) |
| --- | Don't read but code --- | |
| 3. | Undecided | (Continue to 2c) |
| 4. | Refused | (Continue to 2c) |

2a. IF WYNIA TO QUESTION 1:

Knowing that Ann Wynia voted to tax non-prescription drugs and to tax meals in hospitals and nursing homes, does this make you more or less likely to support her ?

[no need to code response, terminate with "Thank you. Have a great day/evening."]

2b. IF GRAMS TO QUESTION 1:

That's great. Every vote will be important, so PLEASE don't forget to vote tomorrow. Thank you.

2c. IF UNDECIDED/REFUSED TO QUESTION 1:

Ann Wynia supports Bill Clinton's tax plan that cut Medicare and Social Security by 80 billion dollars. During her 13-year career in the legislature, Ann Wynia voted to raise taxes 350 times, AND increased spending THREE times the rate of inflation. Rod Grams will protect senior citizens and hold the line on taxes. Please vote for Rod Grams on Tuesday. Thank you.

0700090

TO: Linda Baillie
FR: Margaret Ford Gregory
RE: Rod Grams for Senate/Minnesota calling

Attached are my revisions of the two scripts for the Grams/MN project for David Carney. As we discussed:

1. The Seniors calls (CM530) should all be made on Monday, ~~November 7.~~ ~~George~~ ~~Conrad~~ - MILFORD.
2. The Unidentified Perfect Voters (approximate universe 83,000) can begin Sunday night and continue on Monday. *Tolson*.
3. I spoke with Hilary. She is faxing a memo to the campaign reflecting 136,000 completes at .55 per complete and will call Marina in the campaign about wiring the money today. PLEASE: let me know if there are any problems with any of this.

Thanks for your help.

No. Arng. Machines

No response to 1st Question
Do not capture response to
2nd Question

Seniors - 140, ~~743~~
 → 85, ~~743~~

0700093

Mr. Mike Hudome
SPENCE ABRAHAM FOR US SENATE
Post Office Box 1468
Royal Oak, MI 48068-9828

Invoice 6198
November 15, 1994

Abraham GOTV calls (11/4-11/8/94)

276,944	Positive Contacts	@	\$0.50 /each	<u>\$138,472.00</u>
Amount Due				\$138,472.00
Amount of Deposit (Inv. #6160)				\$90,000.00
Amount of Wire (Inv. #6171)				\$50,000.00
Total Amount of Refund Due				<u>(\$1,528.00)</u>

0700097B

CIVIC DEVELOPMENT GROUP											
INVOICE #NL180-001											
COMPILED BY BRIAN PASCH 11/7/94											
PLEASE FORWARD TO: SHANNON MCNUIT											
CAMPAIGN: NL180											
RESPONSE CODE RESULTS											
11 - Good Contact (1)	10871	7867	14180	16037	10444	59399	0.4	\$23,760			
12 - Good Contact - Ans Mach (2)	626	439	1412	1400	873	4750	0.4	\$1,900			
40 - Early Hangup - Refusal (3)	605	772	1067	1650	985	5079	0.4	\$2,032			
43 - Do Not Call (4)	23	34	54	47	36	194	0.4	\$78			
TOTAL CONTACTS											
50 - Disconnected/Bad Number (5)	1039	3056	2159	873	814	7941	0	\$0			
52 - Deceased (6)	36	14	20	12	12	94	0	\$0			
No Adult at Home	68	87	172	40	54	367	0	\$0			
Dialer Detect Bad Number/Misc	1328	734	2142	2026	1181	6230	0	\$0			
TOTAL COMPLETES											
	14596	13003	21206	22085	14399	85289					
TOTAL RECORDS											
	16,232	16,232	25,000	25,000	16,223	98687					
CUMULATIVE FILE PENETRATION											
	89,92114	80,1072	84,824	88,34	88,7567	86,42374					
60 - Unused records											
	1,636	3,229	3,794	2,915	1,824	13,398					
TOTAL INVOICE CHARGES:										\$27,769	

OK to Recg
Cause # 64147

11/11/94
for NL180 with

07000107

205 10/10/94
10/10/94

25
1234
1234567891011121314151617181920212223242526272829303132333435363738394041424344454647484950515253545556575859606162636465666768697071727374757677787980818283848586878889909192939495969798991001011021031041051061071081091101111121131141151161171181191201211221231241251261271281291301311321331341351361371381391401411421431441451461471481491501511521531541551561571581591601611621631641651661671681691701711721731741751761771781791801811821831841851861871881891901911921931941951961971981992002012022032042052062072082092102112122132142152162172182192202212222232242252262272282292302312322332342352362372382392402412422432442452462472482492502512522532542552562572582592602612622632642652662672682692702712722732742752762772782792802812822832842852862872882892902912922932942952962972982993003013023033043053063073083093103113123133143153163173183193203213223233243253263273283293303313323333343353363373383393403413423433443453463473483493503513523533543553563573583593603613623633643653663673683693703713723733743753763773783793803813823833843853863873883893903913923933943953963973983994004014024034044054064074084094104114124134144154164174184194204214224234244254264274284294304314324334344354364374384394404414424434444454464474484494504514524534544554564574584594604614624634644654664674684694704714724734744754764774784794804814824834844854864874884894904914924934944954964974984995005015025035045055065075085095105115125135145155165175185195205215225235245255265275285295305315325335345355365375385395405415425435445455465475485495505515525535545555565575585595605615625635645655665675685695705715725735745755765775785795805815825835845855865875885895905915925935945955965975985996006016026036046056066076086096106116126136146156166176186196206216226236246256266276286296306316326336346356366376386396406416426436446456466476486496506516526536546556566576586596606616626636646656666676686696706716726736746756766776786796806816826836846856866876886896906916926936946956966976986997007017027037047057067077087097107117127137147157167177187197207217227237247257267277287297307317327337347357367377387397407417427437447457467477487497507517527537547557567577587597607617627637647657667677687697707717727737747757767777787797807817827837847857867877887897907917927937947957967977987998008018028038048058068078088098108118128138148158168178188198208218228238248258268278288298308318328338348358368378388398408418428438448458468478488498508518528538548558568578588598608618628638648658668678688698708718728738748758768778788798808818828838848858868878888898908918928938948958968978988999009019029039049059069079089099109119129139149159169179189199209219229239249259269279289299309319329339349359369379389399409419429439449459469479489499509519529539549559569579589599609619629639649659669679689699709719729739749759769779789799809819829839849859869879889899909919929939949959969979989991000100110021003100410051006100710081009101010111012101310141015101610171018101910201021102210231024102510261027102810291030103110321033103410351036103710381039104010411042104310441045104610471048104910501051105210531054105510561057105810591060106110621063106410651066106710681069107010711072107310741075107610771078107910801081108210831084108510861087108810891090109110921093109410951096109710981099110011011102110311041105110611071108110911101111111211131114111511161117111811191120112111221123112411251126112711281129113011311132113311341135113611371138113911401141114211431144114511461147114811491150115111521153115411551156115711581159116011611162116311641165116611671168116911701171117211731174117511761177117811791180118111821183118411851186118711881189119011911192119311941195119611971198119912001201120212031204120512061207120812091210121112121213121412151216121712181219122012211222122312241225122612271228122912301231123212331234123512361237123812391240124112421243124412451246124712481249125012511252125312541255125612571258125912601261126212631264126512661267126812691270127112721273127412751276127712781279128012811282128312841285128612871288128912901291129212931294129512961297129

	CIVIC DEVELOPMENT GROUP								
	INVOICE#: CM530-001								
	COMPILED BY BRIAN PASCH 11/9/94								
	PLEASE FORWARD TO: MATT SOTTONG								
CAMPAIGN	CM530								
		CALLS		RATE	CHARGE			TOTALS	
	11 - Good Contact (1)	17924		0.45	\$8,066			25990.25	
	40 - Early Hangup - Refusal (3)	4198		0.45	\$1,889			6087.55	
	43 - Do Not Call (4)	127		0.45	\$57			184.6	
	TOTAL CONTACTS								
	50 - Disconnected/Bad Number (5)	1124		0	\$0			1124	
	52 - Deceased (6)	28		0	\$0			28	
	No adult at home (7)	299		0	\$0				
	Dialer detect bad numbers/Misc/Ans Mach	5730		0	\$0				
	TOTAL COMPLETES	29430						29430	
	TOTAL RECORDS	40,000						40000	
	CUMULATIVE FILE PENETRATION	73.58						73.575	
	60 - Unused record / no adult contact (7)	10,570						10,570	
	TOTAL INVOICE CHARGES				\$10,012				

OK LB

11/16/94

PO# CM5300X14

IN 8221

0700112

CIVIC DEVELOPMENT GROUP									
INVOICE#: NL201A-001									
COMPILED BY BRIAN PASCH 11/7/94									
PLEASE FORWARD TO: MATT SOTTONG									
CAMPAIGN NL201A (invoice)									
RESPONSE CODE RESULTS									
11 - Good Contact (1)	11094	23083	16841	51018	0.4	\$20,407			
12 - Good Contact - Ans Mach (2)	618	964	1012	2594	0.4	\$1,038			
40 - Early Hangup - Refusal (3)	1724	1529	1606	4859	0.4	\$1,944			
43 - Do Not Call (4)	13	32	53	98	0.4	\$39			
TOTAL CONTACTS	11094			56,569					
50 - Disconnected/Bad Number (5)	212	1734	949	2895	0	\$0			
52 - Deceased (6)	13	17	16	46	0	\$0			
No Adult at Home	119	1165	104	1388	0	\$0			
Dialer Detect Bad Number/Misc	1105	2216	895	4216	0	\$0			
TOTAL COMPLETES	14898	30740	21476	67114					
TOTAL RECORDS	18,084	45,000	25,000	88084					
CUMULATIVE FILE PENETRATION	82,38222	68,31111	85,904	76,19318					
60 - Unused records	3,186	14,260	3,524	20,977					
TOTAL INVOICE CHARGES						\$23,428			

2011/11/14

22,972.00

ok 11/11/94
Sub # NL201
Invoice # 6218

0700114

OK 11/11/96 Sub # NL201

2610
11/17/94

CIVIC DEVELOPMENT GROUP									
INVOICE# : MH211-001									
COMPILED BY BRIAN PASCH 11/8/94									
PLEASE FORWARD TO: PHYLLIS									
CAMPASCH MH211	17	TOTALS	RATE	CHARGE					
RESPONSE CODE RESULTS									
11 - Good Contact (1)	24128	33779.6	0.4	\$9,651					
12 - Good Contact - Ans Misch (2)	1827	2698.2	0.4	\$771					
40 - Early Hangup - Refusal (3)	5472	7661.2	0.4	\$2,189					
43 - Do Not Call (4)	92	129.2	0.4	\$37					
TOTAL CONTACTS									
50 - Disconnected/Bad Number (5)	2161	2161	0	\$0					
52 - Deceased (6)	30	30	0	\$0					
No Adult at Home	532	532	0	\$0					
Dialer Detect Bad Number/Misc	5629	5629	0	\$0					
TOTAL COMPLETES	39971	39971							
TOTAL RECORDS	53,693	53,693							
CUMULATIVE FILE PENETRATION	74,4436	74,4436							
60 - Unused records	13,722	13,722							
TOTAL INVOICE CHARGES				\$12,648					

260

25

260
11/17/92